Broad Area Maritime Surveillance (BAMS) Unmanned Aircraft System Competition

Pre-Solicitation Conference

29 November 2006

Admin Remarks

- Silence all Cell phones and pagers
- No recording
- Refreshments
- Briefings will be posted on the PMA 263 website
  - http: //uav.navair.navy.mil

Agenda

0730 - 0830 Arrival/Sign-In
0830 - 0840 Introduction / Agenda - CDR Bob Dishman
0840 - 0900 Welcome/Program Overview – RDML Brian Prindle
0900 - 0945 Source Selection Process Overview and
Draft RFP Overview (Sections L & M) - Mr. Alan Goldberg
0945 - 1000 Technical Readiness Assessment - Mr. Ed Copeland
1000 - 1015 Break
1015 - 1100 Draft Technical Proposal Overview - Mr. Tom Garrett
1100 - 1115 Draft Cost Proposal Overview – Ms. Monica Smith
1115 - 1130 Draft RFP Overview (Sections A-J) – Ms. Clare Carmack
1130 - 1145 Break
1145 - 1200 Question/Answers – CDR Bob Dishman

<u>29-30 November</u>
One-On-Ones

Pre-Solicitation and One-on-One Communications

- **Classification:** UNCLASSIFIED

- **Prior to formal RFP release**
  - FAR 15.201, **"Exchanges with industry before receipt of proposals"**
    - » **Pre-Solicitation Conference constitutes an Informal Exchange of Information**
    - » **Insight into Government plans**
    - » **May change based on Pre-Solicitation/One-on-One discussions as well as follow-up comments/questions**
    - » **No Guarantee as to Government's final course of action**
  - FAR 3.104, **"Procurement Integrity"**

- **Formal RFP is the only contract action to allow industry to respond with proposal**

Question & Answer Session

- All questions shall be received in writing
  - » Draft written question using the form provided
  - » Place form in drop-off box

- Due to time constraints, not all questions will be answered in open forum. Questions answered in open forum will be posted on website

- Questions not answered in open forum will be reviewed and may be answered and posted on the website if the answer would result in an immediate change or would provide clarity to the RFP.

Follow-on Communications

- **25 SEP 06 FedBizOps Announcement:**

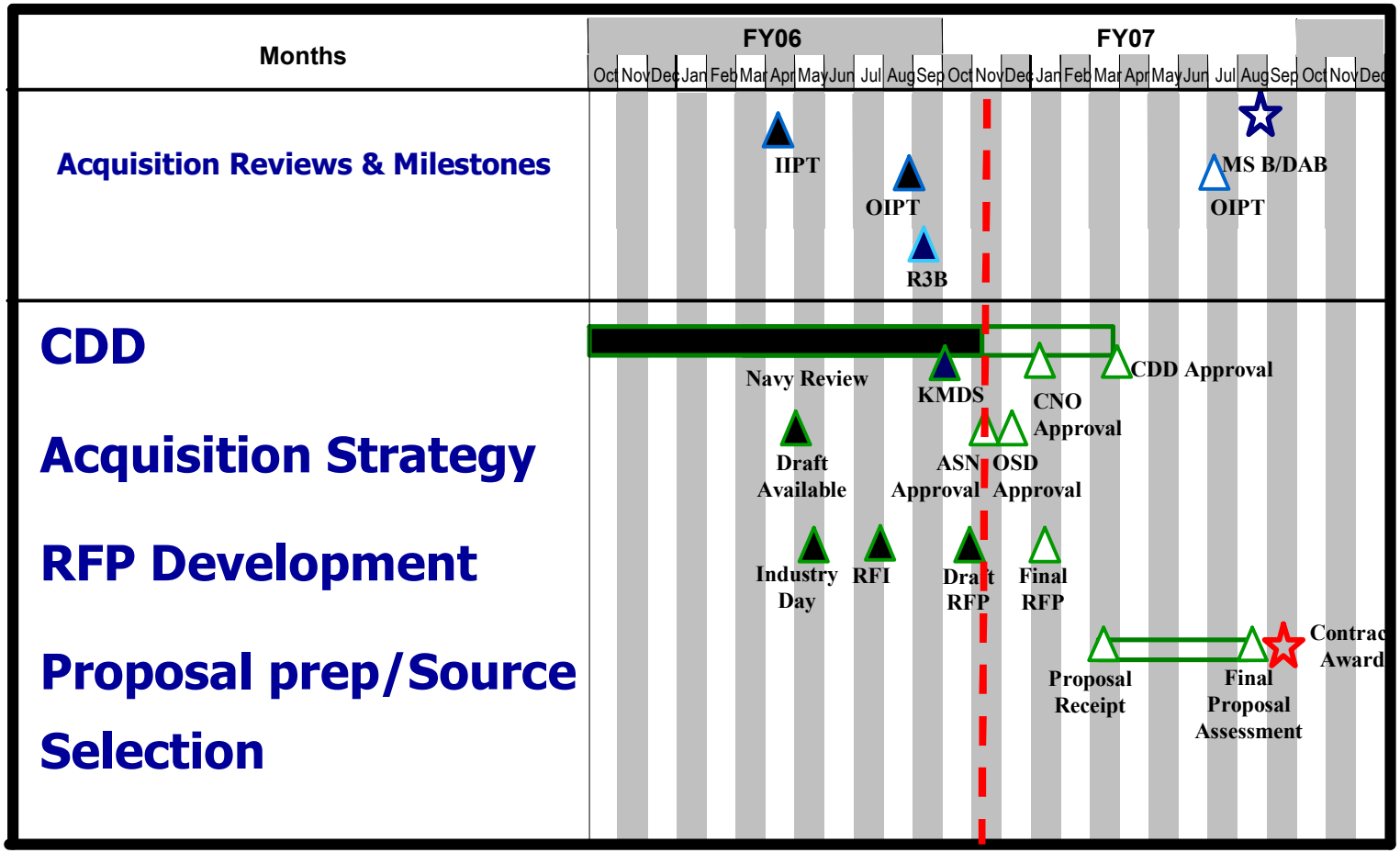
"The program leadership will accept briefings up until the time the draft Request for Proposal (RFP) is approved for release by the Government, anticipated to be in the October 2006 timeframe."

- **All follow-on communications shall be coordinated via the Contracting Officer/Contracts Specialist**

- Contracting Officer: **Ms. Stacy Bostjanick (AIR 2.4.2.1)**
  - **Telephone No.: (301) 757-5931**
  - **Email:** stacy.bostjanick@navy.mil

- Contract Specialist: **Ms. Clare Carmack (AIR 2.4.2.1.1)**
  - **Telephone No.: (301) 757-5919**
  - **Email:** clare.carmack@navy.mil

Schedule to MS B



Program Overview

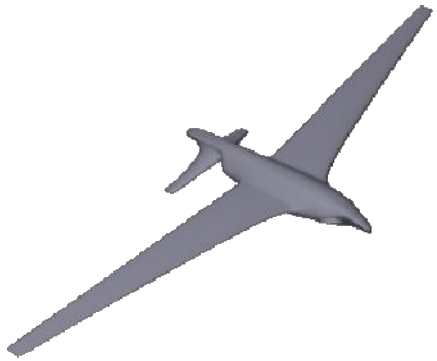
Rear Admiral Brian Prindle

Commander

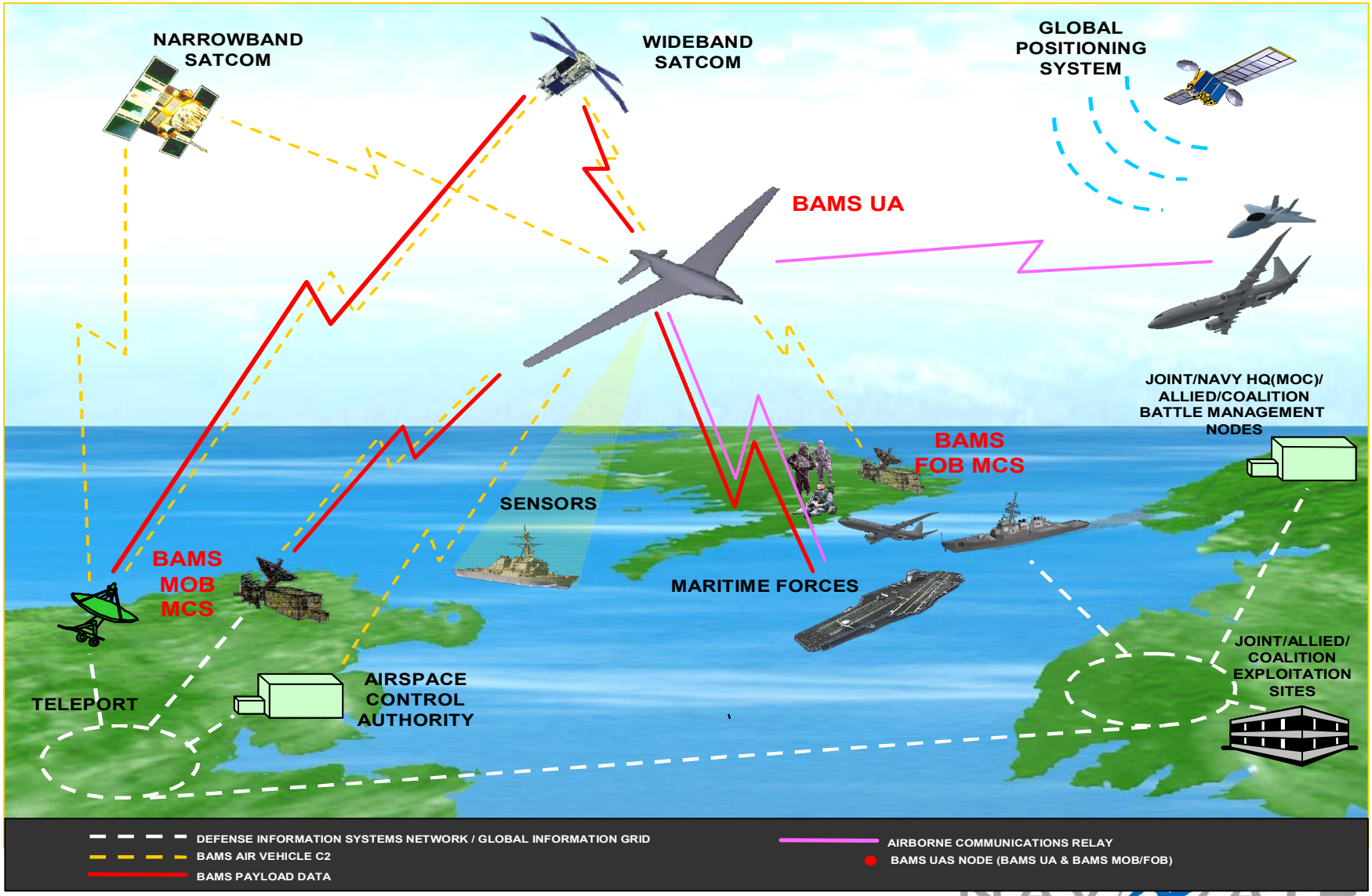
Patrol and Reconnaissance Group

What it means to the Fleet

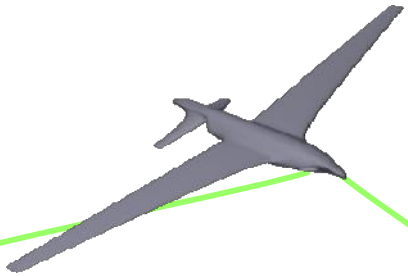
- **Persistent Maritime/Littoral ISR capability**
  - Long dwell tactical asset providing persistent COP
  - Forward based – leverage MPRF infrastructure
  - Theater "trip wire" for follow on forces
  - Freedom of the Seas/Anti-Smuggling & Piracy
  - GWOT/WMD/HLD-HLS
  - **Support Numbered Fleet Commanders**
  - JTF, JFMCC, NCC, NAVFOR
  - Strike Group (Carrier, Expeditionary) Support
  - Battlespace Management
  - Data direct to warfighter, conduit for reach back and exploitation via the GIG



BAMS UAS OV-1



Integrated Maritime Patrol Concept



Responsive Multi-Mission

Robust Sensor Suite
Cue to Kill
Onboard Fusion
Large Weapons Payload

Persistent ISR

Long Dwell Sensor Suite
C4I Network Node (FORCEnet)
Combat Info from MCS
Data available to Intel Centers

ASW Kill
ASW Track
ASW Search
SuW Kill
SuW Classify/ID
SuW Track
SuW Detect
Maintain Maritime COTP
FRP Tripwire
ISR in support of IPE

Navy Maritime Patrol Missions

Transformational Mixed Force: Effective , Efficient Mission Capability Tailored to the Warfighter's Requirements

Manned / Unmanned Warfighting Synergy

- **Maritime Patrol and Reconnaissance Force (MPRF) community**
  - MMA / P-8A adjunct
  - Leverage MPRF community manpower
    - » Manpower utilization efficiency
    - » UAS operator training pipeline
  - Leverage MPRF existing infrastructure
    - » World Wide Tactical Support Centers
  - Capitalize on MPRF mission expertise
    - » P-3C/P-8A mission operators
    - » Common mission, tasks and functions
    - » ISR mission planning cells
    - » Fleet Interoperability

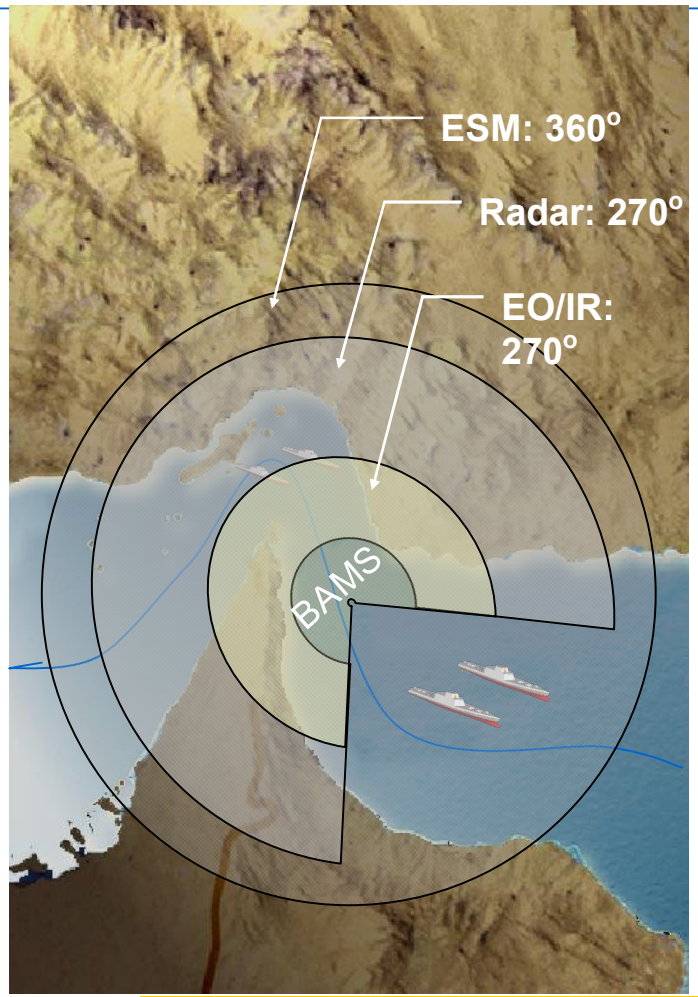
Requirements

- **Key Performance Parameters**
  - Persistent Maritime ISR at Mission Radius for 24 hrs for 7 days at 80% Effective Time on Station (ETOS)
    - » ETOS presents significant challenge
      - Air vehicle speed and system reliability become increasingly significant as mission radius increases
    - » No more than 3 air vehicles airborne simultaneously (non-KPP)
  - Minimum Air Vehicle Mission Radius of 2,000 nm
    - » Ensures access to Major Combat Operation (MCO) theaters from anticipated bases
  - Afloat Level II Payload Sensor Data Reception via Line of Sight
    - » System compatibility with existing shipboard systems
    - » Manpower, training and ship alteration limitations
    - » Level II to airborne MPRF (non-KPP: Threshold)

Requirements

- **Key Performance Parameters**
  - Net Ready
    - » Comply with DODAF integrated architectures
    - » Compliance with Key Interface Profiles
    - » Information Assurance
    - » Net Centric Operations Warfare (NCOW) Reference Model compliance
  - Minimum Operational Availability of 0.7 @ IOT&E and 0.8 @ IOC + 2 yrs
    - » Ao computed for single air vehicle with full mission payload
    - » Assumes Mission Control System (MCS) redundancy
  - Maritime target standoff classification (classified)
    - » Allows unmanned aircraft to determine own standoff sanctuary

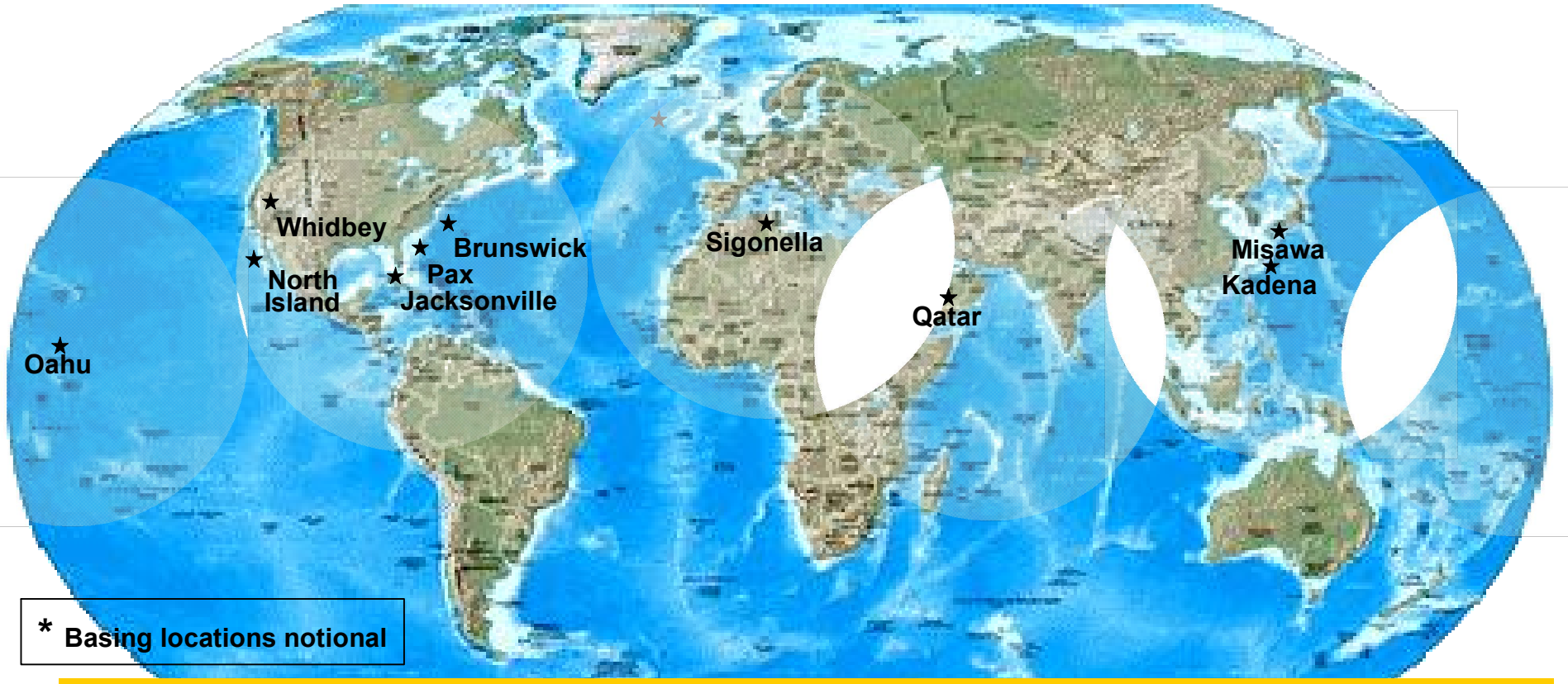
Notional Sensors



- **Established capability requirements:**
  - **Detect, classify, track and identify maritime targets**
- **Detection and Classification:**
  - ***Maritime Radar***
- **Identification:**
  - ***EO/IR* sensor**
- **Collaborative sensor:**
  - ***Electronic Support***
- **Basic *Communications Relay***

Space, weight, and power (SWAP) provisions to address future spirals for SIGINT and a more robust comms relay

World Wide Presence



IOC: One forward based unit with sufficient assets, technical data, training systems, and enough spares and support equipment to support ***one persistent ISR orbit***

FOC: Full operating capability supports continuous orbits for worldwide access from ***five simultaneous theaters***

BAMS UAS CONOPS

- **Integrated with forward deployed Maritime Patrol & Reconnaissance Forces**
- **BAMS UAS and MMA operators collocated to optimize warfighting synergy**
  - Leverage up to 30% BAMS manpower from MMA squadron
- **BAMS UAS operator manning**
  - 4 crew members as dedicated watch team
    - » Pilot, MC/Comms, 2 Sensor Operators
  - 6 to 8 crews per orbit
- **Mission Control System (MCS) designed to enable tactical responsiveness**
  - First pass analysis of sensor data
  - Dissemination of data to tactical users
  - Simultaneous data transmission to intelligence exploitation organizations

Maritime Sensor Data

- Operators will perform first pass analysis while simultaneously forwarding data to exploitation centers
  - ISAR data of ships at sea
  - EO/IR of ships
  - ESM of maritime emitters
- Further exploitation of maritime data conducted at various DoD intelligence centers

Industry Challenge

- BAMS UAS is critical to recapitalizing the Maritime ISR force as legacy platforms reach end of service life
- Tight budgetary pressure will continue
- Resist temptation to "Gold Plate" beyond stated requirements

Deliver Persistent Maritime ISR capability to the Fleet

…at cost and on schedule!

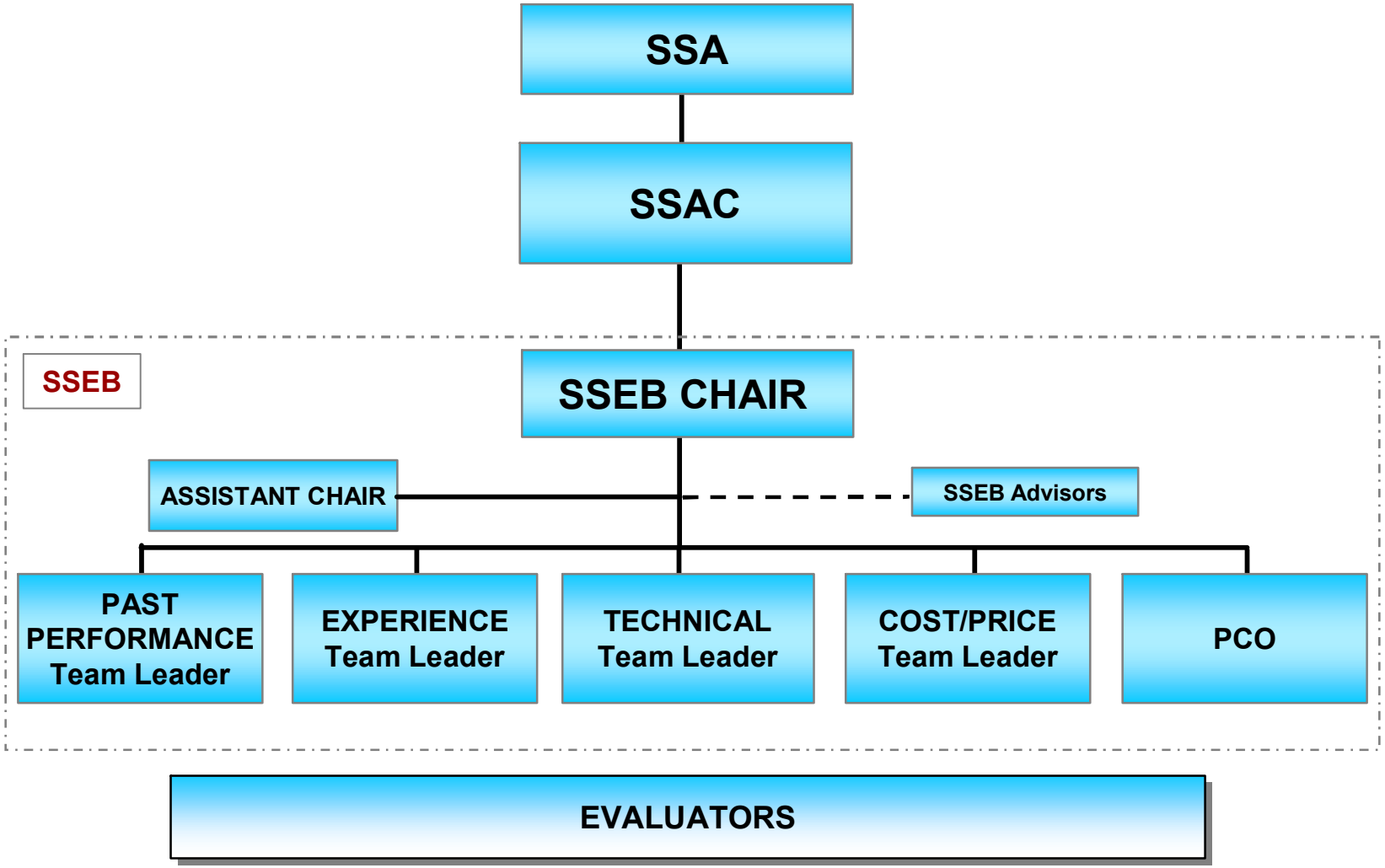
RFP Overview (Sections L&M)
and
Source Selection Process

Alan Goldberg
Source Selection Office Director
AIR-4.10E

Source Selection Objectives

- Choose the contractor who provides the best value to the Government, all factors considered.
- Use a systemic, comprehensive process to obtain a high quality evaluation.

Source Selection Organization



Source Selection Roadmap

Req'ts Developed
- SOO
- P-Spec

Plan the Approach
- Acquisition Strategy/Plan
- SSP

Market Research & Early Exchanges w/Industry
- Draft RFPs
- One-on-ones
- Industry Days
- Tech. Library

SSAC / SSA — Formal RFP

Receive Proposals

Evaluate Proposals

SSAC / SSA — Competitive Range (or SSA Selects Source)

Discussions w/ Offerors (ENs)

SSAC / SSA — **Complete Discussions**

Request Final Proposal Revision (FPRs)

Evaluate FPRs

SSAC — **Compare Proposals**

SSA — DECISION

Contract

Debrief

Generic Source Selection Process

Intend On Awarding Without Discussions...

- We want to award based on initial proposals
- Don't assume you can improve your position during discussions

...Reserve the Right to Conduct Discussions

- Evaluation Notices (EN's)
  - Notify of deficiencies
  - Ask for additional info

- Proposal change pages
  - Allow both parties to know what is in the current proposal
  - Minimizes work for the final revisions

Typical Proposal Shortfalls

- **Deficiencies - preclude award**
  - Information provided does not support claims of compliance
  - Proposal is non-compliant to the requirements
  - Adding statements that obviates the promise of compliance
- **Proposal Instructions not followed**
  - Information not provided as requested
  - Proposals are not well organized
- **Approach descriptions that are not well thought-out or substantiated**
  - Zealously pointing out benefits without considering or addressing the Government's perspective of risk
- **Disconnects between the Cost and the Technical Volumes**
- **Past Performance POCs are not current**
- **Not signing RFP**

Sections L and M

- Understanding and following Section L&M are the keys to developing a good proposal; a mutually beneficial goal

- Evaluation Criteria – Section M of the RFP:

  Identifies what will be evaluated

- Proposal Instructions – Section L of the RFP:

  Tells Offerors what to put in the proposal

Draft Section M
- Factors/Sub-factors -

TECHNICAL
(Rating & Proposal Risk)

- Design Approach
- Programs and Schedules

PAST PERFORMANCE
(Performance Risk)

EXPERIENCE
(Performance Risk)

COST/PRICE
($$$ & Cost Risk)

- SDD/LRIP1 Option
- Operations & Support
- Production
- Data Rights

Note: Order of importance is not indicated or implied

Draft Section L
Proposal Instructions Outline

Volume I	Executive Summary
Volume II	Technical
Book 1	Design Approach
Book 2	Programs and Schedule
Volume III	Past Performance
Volume IV	Experience
Volume V	Cost
Volume VI	Exceptions and Deviations
Volume VII	Streamlined Alternate Proposal Addendum
Volume VIII	Classified (up to Secret/No Foreign) - Provide No Foreign as separate Section in this Volume

Executive Summary

- Provide a summary of the Offeror's entire proposal, excluding Cost numbers or values
- Each section should highlight the significant features of the proposal and include the salient points contained in the other volumes
- Provide Summary Table of prime and subcontractor place of performance, work assignment and % of total proposed cost
  - Request providing this 4 weeks prior to proposal due date

Technical Proposal

Design Approach Sub-factor/Book 2.1

Section L Paragraphs:

- 2.1.1 Overall Design Approach
  - 2.1.1.1 Systems Overview
  - 2.1.1.2 UA
  - 2.1.1.3 MCS
  - 2.1.1.4 External Systems
  - 2.1.1.5 Support Systems
  - 2.1.1.6 Hardware and Software Overview
- 2.1.2 Proposed Tailored Specification
- 2.1.3 Open Systems Architecture
- 2.1.4 ETOS
  - 2.1.4.1 Operational Availability
  - 2.1.4.2 Reliability
  - 2.1.4.3 Maintainability
  - 2.1.4.4 Unmanned Aircraft Performance
    - 2.1.4.4.1 Mission Radius/Endurance Capabilities
    - 2.1.4.4.2 Engine Performance
    - 2.1.4.4.3 Mass Properties
- 2.1.5 Due Regard
- 2.1.6 Mission Payload Performance
- 2.1.7 Service Life
  - 2.1.7.1 Fatigue Life
  - 2.1.7.2 Flight loads
  - 2.1.7.3 Ground Loads
- 2.1.8 UA Space, Weight and Power (SWaP)

Note: Request engine performance data be provided 4 weeks prior to proposal due date

Technical Proposal

Program & Schedule
Sub-Factor/Book 2.2

Section L Paragraphs:

- 2.2.1 Proposed SOW & CDRLs
- 2.2.2 Integrated Management Plan
- 2.2.2.1 GFP/GFE/GFF/GFI List
- 2.2.3 Integrated Master Schedule
- 2.2.4 Technical Maturity
- 2.2.5 Systems Engineering Management
- 2.2.6 Risk Management Plan
- 2.2.7 T&E
- 2.2.8 CMMI
- 2.2.9 Transition to Production
- 2.2.10 Subcontract Management
- 2.2.11 Small Business Concern Subcontracting Strategy

Technical
Cross Reference Matrix

Sect L Para	Section L Paragraph Title	SOO	Offeror's Proposed SOW	PBSS	CLIN	Offeror Proposed CWBS
2.0	Technical Volume					
2.1	Book 1 Design Approach	3.0				
2.1.1	Overall Design Approach	3.0		1.1.1		
2.1.1.1	System Overview	3.0		1.1.1		
2.1.1.2	Airborne System (AS)	3.0		1.1.1, 1.1.1.1, 1.1.1.2, 1.1.1.3		
2.1.1.3	Mission Control System (MCS)	3.0 (22), 3.1.7.2		1.1.1.4, 3.5		
2.1.1.4	External Systems	3.1.2, 3.1.4.7		3.2, 3.4		
2.1.1.5	Support Systems	3.1.6		1.1.4, 3.8		
2.1.1.6	Hardware and Software Integration Overview	3.0, 3.1.2, 3.1.4.4		3.2		
2.1.2	Tailored Specification	2.0, 3.0, 3.1.4.1, 3.1.4.9		1.2		

Roadmap between the RFP and proposal

Technical Evaluation

- **Assesses Offeror's understanding of, approach to, and ability to meet the solicitation requirements**
  - Compliance
  - Risk

- **Design Approach Sub-Factor, in general, assesses the PBSS and design solutions, focusing impact to performance**
  - Technical Validity of PBSS Tailoring
  - Design Approach measured against proposed PBSS

- **Program and Schedule Sub-Factor, in general, assesses the SOW to meet SOO as well as plans/capabilities that enable the Offeror to perform it, focusing on impact to schedule**

Integrated Evaluation as related to Schedule and Cost

Design Approach risks and other Technical risks - compared to risk mitigation plans in the Risk Management Plan and the IMS

Schedule Assessment - Unaccounted or inadequately addressed Technical risks (in addition to other issues impacting schedule) **are translated to Schedule impact**

Cost Realism - Schedule impact (in addition to other issues impacting Cost) **are accounted for in the Government's estimate of the Most Probable Cost**

Cost Risk - Government's Most Probable Cost is compared to Proposed Cost and Is translated into Cost Risk

Technical Strength Examples

- **Strength Examples**
  - **Exceeds threshold or meets the objective requirement**
  - Exceed requirements with benefit to the Government
  - Approach contains a feature that enhances operational or other program/product capability with benefits to the Government
  - Reduces risk by providing more than sufficient resources in order to respond to unknown conditions/situations
  - Reduces risk by providing resources/capabilities that are in-place and ready to be used
  - Reduces risk by providing plans that reduce/mitigates risks inherent in the proposed approach, operations or program
  - Reduces risk by providing performance margin

Technical Deficiency and Weakness Examples

- **Deficiency Examples**
  - Proposal states exception or deviation
  - Approach is assessed to be unable to meet a requirement
  - Gross lack or critical lack of information
  - Combination of weaknesses that raise the risk of performance to an unacceptable level

- **Weakness Examples**
  - Marginal resources or capability to accomplished the effort
  - Approaches that rely on resources or actions not within the Offeror's full control
  - Approaches that rely heavily on a single action or resource (aka single point failure)
  - Schedule does not accounted for all design risks
  - Designs based on inadequate or unfounded assumptions
  - Untested/unproven approaches
  - Lacks substantiation or full description of the approach
  - Requirements can only be accomplished by impacting Government operations, capability or resources beyond that which is normal for this effort or system

Technical
- Proposal Rating Definitions -

Outstanding	Proposal ***significantly exceeds requirements*** in a way that benefits the Government ***or*** meets requirements and ***contains at least one exceptional enhancing feature*** that benefits the Government. Any weakness is minor.
Highly Sat.	Proposal ***exceeds requirements*** in a way that benefits the Government ***or*** meets requirements and ***contains enhancing features*** that benefit the Government. Any weakness is minor.
Satisfactory	***Proposal meets requirements***. Any weaknesses are minor and will have little or no impact on contract performance.
Marginal	Proposal ***contains weaknesses or minor deficiencies*** that could have some impact if accepted.
Unsatisfactory	Proposal ***does not comply substantially*** with requirements.

Technical
- Proposal Risk Definitions -

Low	Has little or no ***potential to cause disruption of schedule***, increase in cost, or ***degradation of performance***. Normal contractor effort will probably be able to overcome difficulties.
Medium	Can ***potentially cause some disruption of schedule***, increase in cost, or ***degradation of performance***. However, special contractor emphasis will probably be able to overcome difficulties.
High	***Likely to cause significant serious disruption of schedule***, increase in cost, or ***degradation of performance*** even with special contractor emphasis.

Past Performance and Experience

- **Experience – What you have done**
  - "I've repaired 100 leaky boats in the past month."
- **Past Performance – How well you have done**
  - "Ninety leaked!"

Performance Risk for Past Performance and Experience - Risk Definitions -

Very Low (VL)	Based on the offeror's experience or past performance, essentially **no doubt** exists that the offeror will successfully perform the required effort
Low (L)	Based on the offeror's experience or past performance, **little doubt** exists that the offeror will successfully perform the required effort.
Moderate (M)	Based on the offeror's experience or past performance, **some doubt** exists that the offeror will successfully perform the required effort.
High (H)	Based on the offeror's experience or past performance, **substantial doubt** exists that the offeror will successfully perform the required effort.
Very High (VH)	Based on the offeror's experience or past performance, **extreme doubt** exists that the offeror will successfully perform the required effort.
Unknown (U)	No past performance record identifiable. This applies only to Past Performance

Past Performance
- Evaluation Concept -

Look Back

- How did Offeror perform on current or past contracts?
  - Review Offerors Past Record, e.g., CPARS
  - Determine Relevancy / Recency
- Assess each Contact Referenced
- Roll up each reference assessment into an overall Offeror Assessment

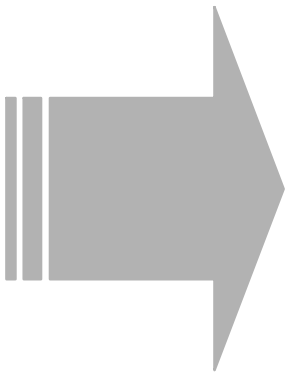
Look Forward

- Based on Offeror's assessment (Look Back), how do we think they will perform on the program?
- Final product is the Past Performance Risk Assessment

Past Performance Information

Primary PPI Sources:

- Offerors' Proposals
- PPIRS
- Questionnaires
- Phone Interviews
- DACO/DCMA
- Other



Past Performance Information

Past Performance Proposal

- **Identify contracts containing efforts similar the BAMS UAS effort**
  - For Prime, Principal Subcontractors and Critical Team Members
  - All contracts submitted for Experience should also be submitted for Past Performance or an explanation of why not
  - Performance within 5 years of proposal due date
  - Should relate to same plant, division or cost center where you propose to accomplish work
- **Provide agreements between you and your subs to allow you us to coordinate past performance issues with you**
- **Request early information at least 4 weeks prior to proposal due date**
  - Contract data (Part B para 1.0 i, 3.2 and 3.3) on a CD-ROM and one paper copy

Past Performance Proposal

- **Relevancy of the past contracts**
- **Information that demonstrates the level of performance obtained**
  - Where available, provide **quantifiable measures/trends** to demonstrate past performance
- **Describe incentives in the past contract if they existed, and demonstrate to what level performance was obtained**
- **Earned Value / Award Fee**
  - If you are aware that this data may contradict either a CPAR or questionnaire, please provide an explanation in this section
- **Systemic Improvement Information as it relates to preventing reoccurrence of past problems**
  - If you have had problems on referenced programs, tell us how you overcame them on that contract and incorporated lesson learned on other contracts
- **Provide current contact information**

Past Performance Questionnaires

- CPARs Update Questionnaires (Section L Past Performance Attachment 1)
  - Send to contacts for CPAR contracts where completion date is more than 6 months old
- Past Performance Questionnaires (Section L Past Performance Attachment 2)
  - Send to contacts within 2 weeks from receipt of the RFP
- Request responses back to BAMS UAS PCO within two weeks of receipt
- Identify when and where the questionnaires were sent
- DO NOT FOLLOW-UP on Questionnaires; The Government will perform all follow-up actions

Past Performance Evaluation

- **Offeror's and (if applicable), its principal subcontractors' and critical team members' demonstrated past performance on similar programs**
  - Meeting technical and schedule requirements
  - Controlling contract cost/minimizing costs to the Government
  - Managing the contracted effort on similar programs
- **Currency and relevance of the information, source of the information, context of the data, and general trends will be considered**
- **Problems not addressed by the Offeror will be considered to still exist**
- **Consideration for discounting past problems when addressed through demonstrated systemic improvement**
  - The degree to which the Offeror can demonstrate that it has successfully applied continuous systemic improvement to resolve past performance problems will be evaluated
- **Past Performance is one area of clarification that can be addressed with contractors even when planning to award without discussions e.g. adverse past performance, points of contact**

Experience Proposal

- **Provide contracts that demonstrate experience relevant to this program and your proposed approach**
  - For each prime and subcontractor as it relates to their assigned responsibility
- **Provide a comparative analysis between your experience and the effort required by the solicitation**
- **Demonstrate that there are no gaps in experience with regarding SOW tasks**
  - Where there is a gap, address plan to compensate for the risk

Experience Proposal

Experience Factor/Volume 4.0

Section L Paragraphs:

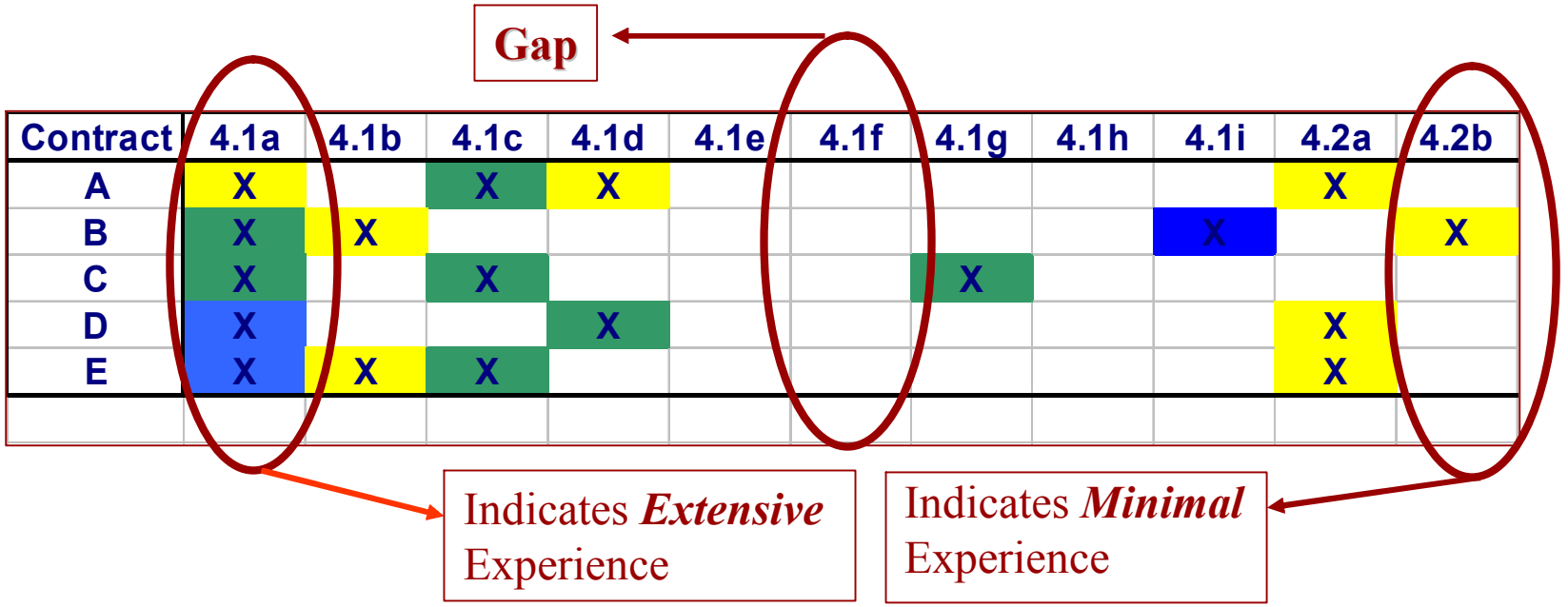
- 4.1 SDD tasks, such as; design, integration, fabrication and test
  - a. Development and fielding UA
  - b. Mod and integration sensors
  - c. Devel. & integ. of UA control system & software
  - d. Devel & integ. of multi-level security systems
  - e. Devel & integ. of mission planning systems
  - f. Devel & interoperability in FORCEnet/GIG infrastructure
  - g. Obtaining Naval Flight Clearance
  - h. HSI/Factors and Data/Sensor Fusion
  - i . Systems Engineering

- 4.2 Performing logistics tasks
  - a. System design for enhanced Operational avail & Supportability
  - b. Supportability analysis & devel. Log. Support package, e.g LMI database
  - c. Devel and integ of integrated maint., logistics & training sys.
  - d. Development and support of IETMs
  - e. Obsolescence management

- 4.3 Production and manufacturing

- 4.4 Program management

Experience Proposal Summary Table



Proposal Experience Summary Table

- Build a table to summarize information; color coding based on years of experience and recency of experience
- Provide supporting data that support the summary table, inclusive of information that demonstrates breadth and depth of experience

Experience Evaluation

- Offeror's and (if applicable), its principal subcontractors' and critical team members' demonstrated relevant experience on the programs with similar complexity as they relate to performing the tasks described in the RFP

- Experience relevant to this solicitation will be evaluated, including:
  - Performing SDD tasks
  - Performing logistics tasks
  - Production and manufacturing
  - Program Management

- In general, recent experience will be considered more relevant than older experience

- Identify:
  - Contract number and title of program with effort description
  - Dates experience was gained
  - Number of years performing the contract/effort
  - How recent was work performed

Cost Evaluation

- **SDD/LRIP1 Option Cost (CPAF)**
  - Evaluate for realism, reasonableness, and completeness
  - The evaluated cost will be the higher of the Offeror's proposed cost or the Government's Most Probable Cost (MPC) inclusive of cost to the Government
  - **Cost Risk is also assigned to this sub-factor**
- **Operations & Support (O&S) – O&S costs estimated based on a 4 year ramp-up commencing with proposed IOC, and then 20 years of full operational capability.**
- **Production - Production estimated based on Government's technical assessment of most probable quantities given the Offeror's approach**
- **Data Rights (FFP) – The evaluated price is the sum of Option CLINS 0101, 0102, and 0103**
  - Reasonableness and Completeness will be assessed;
  - No adjustment for realism will be made

Cost Growth is a major DoD problem that must be corrected – Cost Risk assessment addresses this problem in Source Selection

Cost Risk

- The delta between MPC and Proposed Cost indicates potential cost growth

$$\text{Cost Growth \%} = \frac{\text{MPC - Proposed Cost}}{\text{Proposed Cost}} \times 100$$

- Potential cost growth is assessed for consequences or impact to program success
  - Re-baselining
  - Requirements trade-offs
  - Inability to execute proper program plans due to diminished management reserve
  - Program viability assessed outside of program Manager's control
  - Reliance on funding plus-ups within or outside program managers control

Cost Risk Definitions

Low

The Government's Most Probable Cost Estimate ***substantially agrees with the proposed cost***. To the extent it indicates the ***potential for cost growth, there is little likelihood that it would be significant*** enough to impact the success of the program.

Medium

The difference between the Government's Most Probable Cost Estimate and the proposed cost ***indicates potential for cost growth that could have some impact*** to the success of the program.

High

The difference between the Government's Most Probable Cost Estimate and the proposed cost ***indicates potential for cost growth that could have significant impact*** to the success of the program.

Streamlined Alternate Proposal

- **Provides the opportunity to recommend approaches with substantial benefit to the Government that would not otherwise be proposed due to perceived or actual RFP constraints or perceived program goals**
  - Promotes innovative and cost-effective solutions that could result in the most efficient use of resources while still producing quality products
- **Requires that a compliant baseline proposal is submitted**
- **Recommendations may apply to any aspect of the RFP e.g. technical requirements, CDRLs, terms and conditions**
  - innovative approaches vice common/traditional approaches
  - trade-offs providing substantial cost savings without impacting operational effectiveness
  - unconventional ways of accomplishing requirements/goals

Streamlined Alternate Proposal

- **Each Streamlined Alternate Proposal is a stand alone recommendation proposed as a separate section within Volume 7**
  - Each replaces one aspect of the baseline proposal without impacting other parts
  - Each must provide cost-benefit analysis demonstrating its worth as well as detailed description, analysis and substantiation as would be expected if proposed in the baseline proposal
  - If any recommendations, Volume 7 should contain only the essential few that are viewed to provide substantial benefit to the Government and could not be part of the baseline proposal

- **Each recommendation will be treated as either generic (amend RFP) or proprietary**

- **Government has the Unilateral right to accept or reject the Streamlined Alternate Proposals**
  - Don't base your win-strategy or your contract performance business plans on the Streamlined Alternate Proposals, as they may not be considered in the best value decision

Streamlined Alternate Proposal
- Process -

- First, evaluate "baseline" proposal
- Then, review each Streamlined Alternate Proposal
- If accepted, may result in amended RFP (Generic)
- Baseline proposal evaluation adjusted to reflect the accepted Streamlined Alternate Proposal
- Finally, accepted Streamlined Alternate Proposals will be incorporated into contract of winning Offeror
  - Could be accomplished without requesting final proposal revisions if RFP amendment is not required

Proposal Preparation
- Guidance -

- Demonstrate a thorough understanding of requirements and inherent risks
- Demonstrate sufficient resources to meet the requirements
- Provide clear and concise descriptions
  - Drawings & diagrams complement narrative, but don't replace it
- Support your statements with facts, analysis and substantiating data to illustrate that you have a valid and practical solution for all requirements
- Be consistent from Volume to Volume

Proposal Preparation
- Guidance -

- Be attentive to all parts of the RFP
  - SOO and PBSS
  - Terms and Conditions
  - Evaluation Criteria and Proposal Instructions
- Good proposal development tools include a Cross Reference Matrix
- Make appropriate trade-offs to provide the very best value that you can offer
  - Pointing out strengths and benefits
  - Addressing risks with mitigating approaches
  - Showing proper balance between cost and technical benefits while demonstrating realism at an affordable cost

Summary

- The Source Selection process will assure a fair and consistent evaluation and selection
- L&M is intended to help you provide us with your best value solution and instruct you in preparing a proposal that will facilitate our evaluation
- Keys to Developing a Good Proposal
  - Understand the RFP requirements
  - Understanding the Evaluation Criteria will help you know where to place emphasis in your proposal
  - Follow the Proposal Instructions
- Ensure that your proposal
  - Helps the evaluator evaluate - don't make us have to guess or search for answers
  - Demonstrate the value that you can provide – provide substantiation, give us a reason to believe you

Technical Readiness Review

Edward Copeland

NAVAIR TRA Chairman

NAVAIR

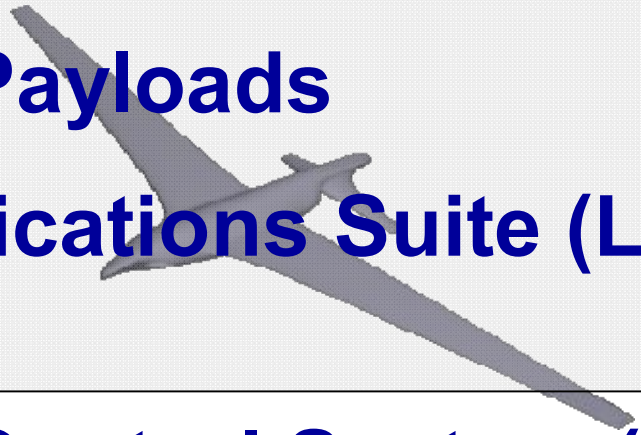
Technical Proposal Instructions

Tom Garrett
AIR - 4.1
Chief Engineer

Agenda

- BAMS UAS Elements
- Technological Maturity Assessment
- Performance Based System Specification (PBSS)
  - Tailorable vs Mandatory Requirements
  - Verification Matrix
- Effective Time on Station (ETOS)
- Service Life
- Due Regard
- Open Systems Architecture (OSA)
- Integrated Master Schedule (IMS)
- Systems Engineering Management
- Technical Library

BAMS UAS ELEMENTS



(1) Unmanned Aircraft (UA)

(2) Mission Payloads

(3) Communications Suite (LOS & BLOS)

Airborne System (AS)

(4) Mission Control System (MCS)

(5) Support System (SS)

Technological Maturity

- Public Law 109-163 contains Section 801 requiring that critical technologies be at TRL 6 or MS B
- BAMS UAS requirements do not drive technology
- Offerors must perform a Technology Maturity Self-Assessment (TMSA) as part of the proposal
  - Identify Critical Technology Elements (CTEs)
  - TMSA WBS may have to be at a lower level than the CWBS
- CTEs must be no less than TRL 6 at MS B

BAMS UAS PBSS

- Performance requirements primarily documented in the main body and classified annex
- All mandatory requirements must be addressed to be considered responsive to the RFP
- Prescriptive requirements regarding airworthiness requirements are provided in Appendices D1 and D2
  - Contain both mandatory and tailorable requirements
  - Offerors must respond by meeting all of the mandatory requirements and may propose alternative approaches to the tailorable requirements in coordination files
- All requirements will become mandatory and part of the SDD PBSS/contract
- Final spec adjudication will commence 7 December 06

Allows innovation from industry while defining the airworthiness design criteria at the beginning of SDD

Coordination File

			Document Text	Mandatory	Accept	Tailor	N/A		Rationale/Comments
		(U)	**Materials and processes**						
		(U)	These requirements apply to both structural and non-structural materials and applications used for the UA.						
		(U)	*Material condition* shall not be the limiting factor in determining *operational service life*. Material condition is defined as any degradation of the material after exposure to the operational environment that could impact major design drivers.	T					
		(U)	The materials used in the UA shall be commensurate with the operational and support requirements of the UAS.	T					
		(U)	The materials and processes used to prepare and form the materials in the UA, as well as joining methods for the materials, shall be commensurate with the material application.	T					
		(U)	UA material processes shall not reduce material properties below design allowables.	M	X	N/	N/A	A	

Tailoring Rationale

- Tailorable requirements provide design criteria necessary for airworthiness certification
- Proposed tailoring must meet the intent of the stated requirement
- Rationale must justify the proposed change(s)
- Use "N/A" if the requirement does not apply to the proposed design solution
  - For example, if the proposed system does not have nose wheel steering, those requirements can be annotated as "N/A" in the coordination file
- Alternate approaches will be assessed by the Government and a risk assigned where appropriate

Verification Rationale

- Provide sufficient detail to support/substantiate the verification method proposed
  - How the verification will be done
  - When it will be done
  - What the verification method will entail
  - Where it will be performed
- FAA certification may not necessarily be applicable to the BAMS UAS application
  - Modifications to the UA will require a US Navy unique flight clearance
  - Verification must be specific to the BAMS UAS requirement
- Additional information regarding the Navy Flight Clearance process provided on 20 NOV 06 at NAS, Patuxent River
- Both mandatory and tailorable requirements require verification

Verification Matrix

	REQUIREMENTS/VERIFICATION CROSS-REFERENCE MATRIX								
	Section 3		Verification Method						
Spec Location (Main or Appendix)	Requirement	PBSS Section	Inspection	Analysis	M&S	Demo	Test	N/A	Verification Method Rationale - Present sufficient information to provide insight into your approach and your understanding of the problem. The specifics should include: how will the Verification Method be done; when it will be done; what the verification will entail; where will it be performed; and, how many personnel will be involved. Identify/list any Government Furnished Property (GFP) that is required to support each requirement.
Main	REQUID - 15	3.1.1							
Main	REQUID - 20	3.1.1							
Main	REQUID - 25	3.1.1							
Main	REQUID - 30	3.1.1							
Main	REQUID - 35	3.1.1							
Main	REQUID - 36	3.1.1							
Main	REQUID - 2339	3.1.1							
Main	REQUID - 2340	3.1.1							
Main	REQUID - 3305	3.1.1							
Main	REQUID - 45	3.1.1.1.1							
Main	REQUID - 1300	3.1.1.1.1.1.							
D-2	REQUID - 18260	3.4.1.6							
D-2	REQUID - 18270	3.4.1.6.2							
D-2	REQUID - 18280	3.4.1.6.6							
D-1	REQUID - 8310	3.3.1.4							
D-1	REQUID - 8320	3.3.1.4							
D-1	REQUID - 8330	3.3.1.4							
D-1	REQUID - 8340	3.3.1.4.1							
D-1	REQUID - 8350	3.3.1.4.1							

Effective Time on Station (ETOS)

–[REQID 15] The UAS shall be capable of maintaining 80 percent (Threshold) and 95 percent (Objective) *ETOS* executed within a period of 168 continuous hours, at a *mission radius* of 2000 Nautical Miles or greater from its operating base using the long range endurance ISR *mission* profile, definitions, ground rules, and assumptions found in Appendix B, Profile A.

- Must be on-station at mission radius for 134 (minimum) out of 168 continuous hours
- Must be mission capable on station
  - Per the definition for ETOS – must be able to perform the following REQUIDs while maintaining air vehicle flight worthiness:
    - » 785, 786, 787, 788, 788, 30010, 30020, 30080, 30090, 30110, 30120, 30130, 30140, 30150, and 30160
- Calculated using the long range endurance profile in Appendix B
- Maximum of three UA aloft simultaneously

Performance Based Requirement

- The ETOS requirement is a function of multiple system attributes:
  - Primary drivers: Mission radius, speed, endurance
  - Secondary drivers: reliability (MFHBMA), MTTR, MLDT
- Provides trade space for system characteristics to meet the requirement
- Proposed solutions may have to exceed other system threshold attributes to achieve ETOS
- Provides the warfighter with a persistent ISR capability
- Provides industry with a true performance based requirement attracting a competitive acquisition

ETOS Parameters

Parameter		Input
AS Transit speed	True Airspeed (kts) – zero wind	
Total AS mission endurance for Long Range ISR Mission	hours	
$MFHBOMF_{DC}$	Mean Flight Hours Between Operational Mission Failure (Design Controllable)	
$MFHBA_{DC}$	Mean Flight Hours Between Abort (Design Controllable)	
$MFHBF_{DC}$	Mean Flight Hour Between Failure (Design Controllable)	
MTTR	Mean Time To Repair	
$MCMT_{OMF}$	Mean Corrective Maintenance Time (Operational Mission Failure)	
$MCMT_{Abort}$	Mean Corrective Maintenance Time (Abort)	
Ao	Operational Availability	
PPA	Probability that needed parts are avail.	
MLDT	Mean Logistics Delay Time (capped at 24 hours)	
Total Average Post-flight Scheduled Maintenance Time	Hours	

Service Life

- 5 continuous orbits will require 43,800 on-station flight hours/year
- Ingress/Egress time will add to the total required fight hours to maintain persistence at 900 nm
- Flight hours/UA could easily exceed 2500 hours/year
- Total flight hours could exceed 50,000/UA over the 20-year service life
- Require an explanation, with substantiating information, of how the proposed UA will provide the required performance over the 20-year service life

Due Regard

[REQID 2339] The UAS shall provide the capability to operate due regard in global, civil and military air traffic management environments in accordance with Office of Naval Operations (OPNAV) INST 3770.4A.

Per OPNAV 3770.4A there are 4 ways to meet Due Regard:

(1) Aircraft shall be operated in Visual Meterorogical Conditions (VMC); or

(2) Aircraft shall be operated within radar surveillance and radio communications of a surface radar facility; or

(3) Aircraft shall be equipped with airborne radar that is sufficient to provide separation between themselves, aircraft they may be controlling, and other aircraft; or

(4) Aircraft shall be operated outside controlled airspace and, when possible, away from high density traffic areas.

Open Systems Architecture (OSA)

- BAMS UAS requires an Open Systems Architecture (OSA) approach to the design
  - Standards based interfaces
  - Widely-supported, consensus-based standards
- Compliance with these requirements may drive software lines of code (SLOC) and impacts are to be identified
- Capabilities developed under the BAMS UAS program will be leveraged in future UAS activities
- Offeror shall address how the proposed concept provides the OSA attributes listed in para 2.1.3 of the RFP

Integrated Master Schedule (IMS)

- Demonstrate how the proposed approach will be able to meet the proposed IOC date
- Schedule shall be event-based and directly traceable to the events defined in the Integrated Master Plan (IMP)
- Documentation standards are applicable to both the prime and principle subcontractor(s)
- Level of detail to at least Level 4 of the Contractor Work Breakdown Structure (CWBS)
- IMS shall be resource loaded

IMS will become contractually binding at contract award and will used to measure the progress of the program in SDD

Systems Engineering Management Plan (SEMP)

- Describe the integrated technical approach to the program in the SEMP
- Provide a comprehensive, event based systems engineering approach consistent with the IMP and detailed in the IMS
- SEMP correlates to the Draft Government Systems Engineering Plan (SEP)
- Define the key positions and their relationship to program execution, including:
  - Technical authorities, roles and responsibilities
  - Technical staffing requirements
  - Contract/Sub-contract management

Provides insight into the offeror's ability to manage the program from the systems engineering perspective

Technical Library

- Provides information directly related to the RFP and subsequent contract
- Will include key information necessary to fully understand the program, including:
  - Reference documents from the PBSS
  - Draft Government SEP
  - Draft BAMS UAS CONOPS
  - ETOS model
- Access available through the Program Office IDE

Cost Proposal Instructions

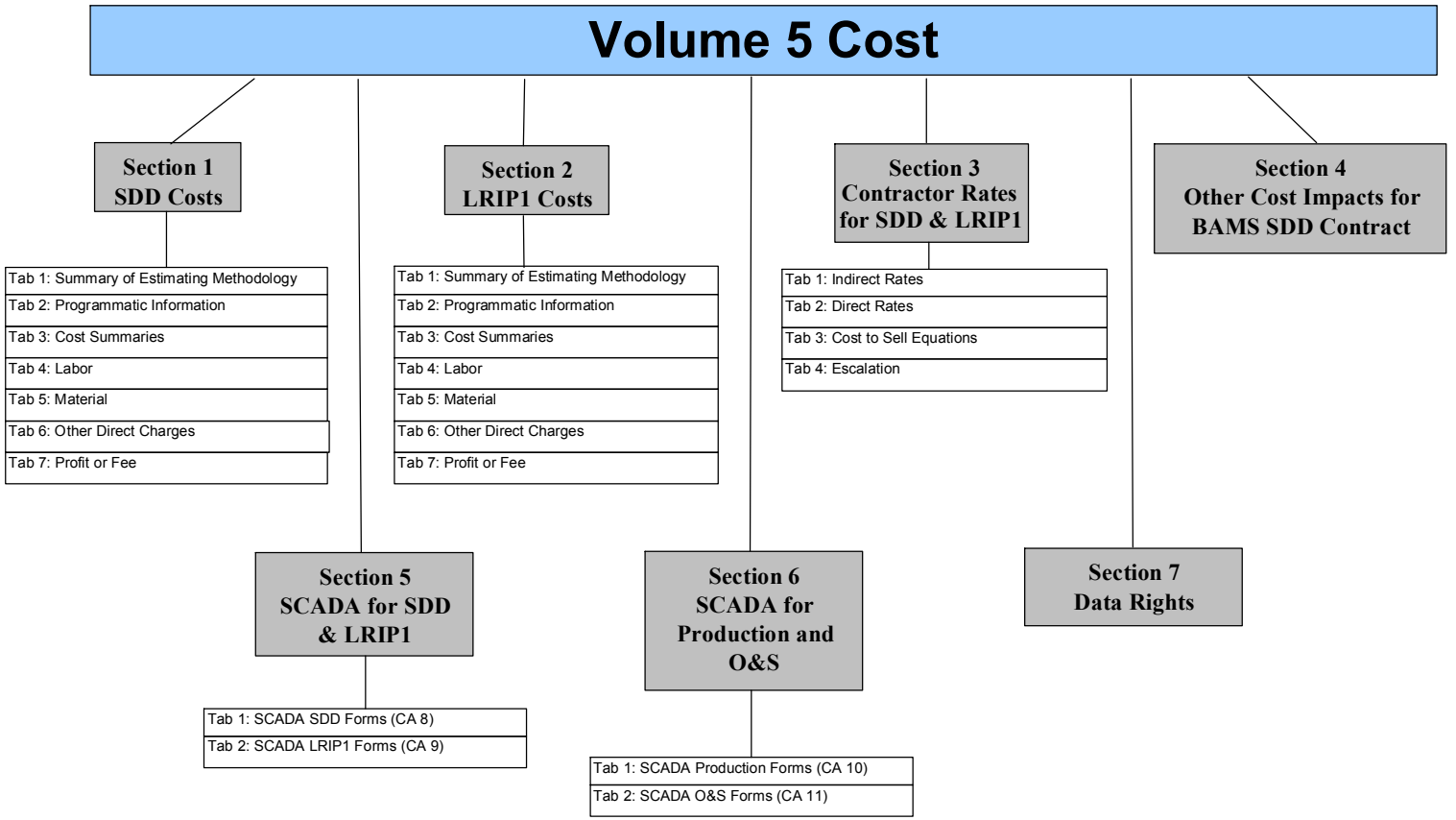
Monica Smith
AIR - 4.2
Cost Team Lead

- Outline -

- Proposal Instructions Overview
- Section 1, SDD, and Section 2, LRIP1
- Section 3, Contractor Rates for SDD and LRIP1
- Section 4, Other Cost Impacts for the BAMS SDD Phase Contract
- Sections 5 and 6 – Supporting Cost Analysis Data Attachments
- Section 7 - Data Rights
- Focus Areas
  - Traceability Matrix
  - Cost Summaries
  - Detailed Substantiation
  - Cost-to-Sell Equations
  - Common Short-falls
- Summary

Draft Proposal Instructions - Volume 5 Cost Overview -

- **Proposal instructions are structured to facilitate the evaluation by organizing the offeror's information**



- Sections 1 and 2 -

- **Section 1, SDD, and Section 2, LRIP1, both use the same structure**
  - **Tab 1 - Summary of Estimating Methodology**
  - **Tab 2 – Programmatic Information**
  - **Tab 3 – Cost Summaries**
  - **Tab 4 – Labor**
  - **Tab 5 – Material**
  - **Tab 6 – Other Direct Charges**
  - **Tab 7 – Profit or Fee**

- Section 3 -

- **Section 3 – Contractor Rates for SDD and LRIP1**
  - **Tab 1 – Indirect rates**
  - **Tab 2 – Direct rates**
  - **Tab 3 – Cost to Sell Equations**
  - **Tab 4 – Escalation**

- Section 4 -

- **Section 4 – Cost Impacts For The BAMS SDD Phase Contract**
  - Offeror's own format
  - Identify and substantiate Other cost adjustments that may impact the cost for the CWBS elements not previously identified.
  - Identify the costs (savings) that would be incurred and describe the performance that would cause these costs/savings to occur.
  - The Government is NOT soliciting any investments.

- Sections 5 and 6 -

- **Sections 5 and 6 – Supporting Cost Analysis Data Attachments (SCADA)**
  - **Section 5 – SDD and LRIP1 SCADA**
    - » **Tab 1 – SCADA SDD forms**
    - » **Tab 2 – SCADA LRIP1 forms**
  - **Section 6 – Production and O&S SCADA**
    - » **Tab 1 – SCADA Production forms**
    - » **Tab 2 – SCADA O&S forms**
  - **Provided as Cost Attachments (CA) in Microsoft Excel 2003 format with multiple "tabs" in each CA.**
  - **Form Instructions provided with each template ("tab")**

- Section 7 -

- **Section 7 – Data Rights**

- Focus Areas -

- Following slides discuss focus areas
  - Traceability Matrix
  - Cost Summaries
  - Detailed Substantiation
  - Cost-to-Sell Equations
  - Common Short-falls
- Each cost proposal will be evaluated on Reasonableness, Realism, and Completeness
- Cost credibility rests with the offeror
  - Please substantiate the estimate
- We want to accept your Estimate
  - Show us your work

- FAR Definitions -

- Reasonableness - **The appropriateness of the Offeror's assumptions, both technical and programmatic, and methods of handling current or expected economic conditions as these relate to the cost methodology and use of historical costs. Assumptions include system definitions, work statements, and schedules.**

- Realism (FAR 2.101) - **The costs in an offeror's proposal that (1) are realistic for the work to be performed; (2) reflect a clear understanding of the requirements; and (3) are consistent with the various elements of the offeror's technical proposal.**

- Completeness - **The adequacy of the cost proposal in relation to the (SOW), considering whether all costs are included or accounted for. All SOW requirements must be included.**

- Traceability Matrix -

- **Offeror's Contractor Work Breakdown Structure (CWBS) must align to the Government provided Program Work Breakdown Structure (PWBS) and Government proposed CWBS**
  - **Provided in the Government Technical Library**
  - **Government proposed CWBS aligns to PWBS with elements of high risk, high interest, or visibility at lower indenture levels**

- **CWBS / SOW / CLIN / IMS / IMP / SEMP Matrix**
  - **Imperative that the estimate be easily traceable from the lowest level**
  - **Traceability between cost proposal and proposed Integrated Master Plan (IMP) and Integrated Master Schedule (IMS)**
  - **Traceability between labor and material in cost summaries and detailed sections**
  - **Traceability between subcontractor and offeror information**

- Cost Summaries -

- Provide clear set of requirements
- Reduce government's interpretation of offeror's proposals
- Standardize and simplify the government's evaluation process
- Report Actuals in similar format (1921, 1921-1) for cost and hours
- Provide breakdown by CWBS element
- Identify functional costs using offeror’s categories (engineering, tooling, manufacturing, quality control, etc.)
- Provide CWBS / SOW / CLIN Matrix

- Cost Summaries - Labor

- **Substantiation and estimating methodology of labor hours presented in the Cost Summaries**
  - **At the level the estimate was developed**
  - **Total labor hours for each CWBS element**
    - » **Description of the work to be performed**
    - » **Basis of the estimate**
    - » **Distinction between recurring and non-recurring effort**
    - » **Trace to functional categories from DD Form 1921-1**

- Cost Summaries - Material

- Substantiation and estimating methodology of material dollars presented in the Cost Summaries
  - Recurring and non-recurring by CWBS element
  - Trace to DD Form1921-1
- Bill of materials (BOM)
- GFE
- Material factors and quote adjustments
  - Examples of these factors include, but are not limited to, escalation, learning curves, quantity adjustments, negotiation adjustments, purchase discounts, freight, scrap, rework, and yield

- Cost Summaries - ODC & Profit/Fee

- **Other Direct Costs (ODCs)**
  - Summary of recurring and non-recurring ODCs by CWBS element
  - Trace to DD Form1921-1
- **Profit or Fee**
  - As proposed by offeror in Section B

- Detailed Substantiation -

- **Detail substantiation facilitates a fair, consistent, and efficient Government evaluation**
  - Prevents the Government evaluators from guessing
- **Detailed substantiation demonstrates the Offeror:**
  - Has a thorough understanding of requirements and inherent risks
  - Is able to devote resources to meet the requirements
  - Has a valid and practical solution for all requirements
- **Provides information about Offeror's capability and history**

-Detailed Substantiation –
(continued)

- **Ensures Government's understanding of the Offeror's proposal and ability to reproduce Offer's estimate**
- **Limits the data Offeror must compile to prepare credible offer that:**
  - **Provides relevant historical data**
  - **Thoroughly describes methodologies**
- **The ultimate goal:**
  - **Government Most Probable Cost = Proposed Cost**

- Detailed Substantiation - Examples

- Standard hours with historical efficiency
- Catalog prices
- Vendor quotes
- Historical Labor / Overhead costs
- Historical negotiation decrement factors with supporting documentation
- Well reasoned and supported engineering judgment

Detailed Substantiation
- What it is NOT -

- Calculations
- Forms (DD 1921, etc)
- Data “sliced” several ways
- Cost Estimating Relationships (CERs) without providing historical data used in the derivation
- Reference to analogous programs without providing historical data and relevance

Detailed Substantiation
- What it is NOT- *(continued)*

- Engineering judgment / grass roots with no basis
- Software lines of code estimates based on unsubstantiated definition of modification / reuse
- Estimates based on the output of commercial models (eg - PRICE, Revic, COCOMO, etc) without substantiation of inputs
- Unsupported complexity factors

- Cost-to-Sell Equations -

- Provide the methodology used to convert cost data into sell price
- Includes:
  - Sequence in which indirect rates, profit, etc. are applied and the base against which each indirect rate is applied
  - Examples of conversion of cost into price

- Common Shortfalls -

- Inadequate detail for the building blocks of the estimating approach
- Lack of logical conclusions and illustration that the approach / estimate is realistic and reasonable
- Making the following statements without substantiation:
  - "We understand…."
  - "We are committed…."
  - "We are capable…."
  - "Our experience ensures…."

- Common Shortfalls -

(continued)

- **Incorrectly following instructions in completing DD Forms 1921, 1921-1. Ensure:**
  - **Separate forms for each principal subcontractor**
  - **DD Form 1921 first ordering is by CWBS**
  - **DD Forms 1921-1 subtotals should reflect each higher level of CWBS**
  - **Reporting of prime / subcontractor burdens**
  - **Identify hardware / software requirements**

- Common Shortfalls -

(continued)

- Lack of historical data
- Lack of direction to each major subcontractor for data submittal to the Government
- Lack of relevance of historical (accounting) data / printouts
- Inadequately defining work
- Lack of an adequate trace from the lowest level of detailed substantiation to the cost summaries

- Common Shortfalls -

(continued)

- Assuming cost summaries are sufficient substantiation
- Lack of DCAA / DPRO negotiated rates / rate agreements
- Lack of a trace between calendar year rates and rates used in the proposal
- Lack of Cost-to-Sell Equations
- Lack of Labor Category definitions
- Lack of streamlining initiatives

- Summary -

- Help the evaluators – prevent them guessing or searching
- Provide historical data vice a reference
- Ensure traceability throughout the proposal
- Ensure Technical and Cost proposals are consistent
- Provide only data and information that is relevant in a concise and direct manner
- We want to accept your Estimate - Show us your work!

Cost credibility rests with the offeror
Please substantiate the estimate!

RFP Overview (Sections A-J)

Stacy Bostjanick, PCO

Clare Carmack, Contract Specialist

Section A (SF 33)

- **Block 9 will specify the date & time of proposal submission**
  - Also see paragraph 4.0 of Section L Proposal Instructions for early submission requirements for Past Performance information, Executive Summary "Offeror's Summary Table", and engine performance characteristics
- **Offerors shall complete blocks 12 thru 18 of SF 33**
  - Block 12 – Request proposals to be valid for 270 calendar days
- **Submit proposals to:**

  Naval Air Systems Command/AIR-2.4.2.1
  47123 Buse Road, Suite 256
  Adm. Moffett Bldg.
  Patuxent River, MD 20670

  Classified data to be submitted in accordance with Section L Proposal Instructions (paragraph 4.2)

Section B - Supplies or Services

Base CLINs:

CLIN 0001 - System Development and Demonstration (SDD) Phase for the BAMS UAS Program (Cost Plus Award Fee (CPAF)) Note: Base Fee to be proposed by the offeror up to a max of 3.00%; Award Fee has been established by the Government at 10.00%

CLIN 0002 - Technical, Financial and Administrative Data for Item 0001 (NSP)

CLIN 0003 - Operations Security Program (OPSEC) (NSP)

CLIN 0004 - Data in Support of Item 0003 (NSP)

Section B - Supplies or Services

Option CLINs:

Option CLIN 0101 - Title 10 U.S.C. Chapter 146, Section 2464 Core Logistics Capability Data for BAMS UAS Program (Firm Fixed Price (FFP))

Option CLIN 0102 - Data for life cycle support of the BAMS UAS within a competitive Contractor Logistics Support/Performance Based Logistics (CLS/PBL) Concept (FFP)

Option CLIN 0103 - Data for the Development of a Common Mission Control System for UASs (FFP)

Option CLIN 0201 - LRIP I for BAMS UAS (CPAF) Note: Base Fee to be proposed by the offeror up to a max of 3.00%; Award Fee has been established by the Government at 10.00%

Option CLIN 0202 - Technical, Financial, and Administrative Data for Item 0201 (NSP)

SECTION C - Descriptions and Specifications

Highlighted area of the Statement of Objectives (SOO):

- **Paragraph 3.1.3.4 Data Management**
  - **3 separately priced options addressing data management/data rights (i.e. CLINs 0101, 0102, & 0103)**
  - **The Government anticipates additional language will be incorporated into future versions of the SOO to address the specific level of data rights (i.e. Government Purpose Rights, Limited Rights) that will be required.**

SECTION F – Deliveries or Performance

CLIN 0001:

- Contract period of performance shall begin on the date of contract award and be completed by the date of IOC in accordance with the SDD contract Integrated Master Schedule (IMS)
- Objective is to achieve Initial Operating Capability (IOC) in FY 13 (i.e. not later than 30 September 2013); however, the threshold requirement is for a FY14 IOC. (i.e. not later than 30 Sept. 2014)

Option CLIN 0201:

- The contractor shall deliver LRIP system(s) within 24 months or the date specified in the SDD contract IMS, whichever is earlier, after exercise of option

SECTION H – Special Contract Requirements

Highlighted H Clauses of the BAMS UAS solicitation:

- Exercise of Options
  - CLINs 0101, 0102, 0103, 0201 & 0202
  - Option(s) shall be exercised by unilateral contract modification(s) signed by the Contracting Officer
  - Timeframes for option exercise(s) will be inserted at time of final RFP release

- Award Fee Evaluation Procedures
  - Amount of award fee to be paid is determined by the Government's judgmental evaluation of contractor's performance in terms of criteria set forth in the contract
  - CPAF Plan is provided as Attachment (5) to the solicitation
  - Applies to CLINs 0001 & 0201
  - Addresses cost, technical performance, schedule & management results

SECTION H – Special Contract Requirements

Highlighted H Clauses of the BAMS UAS solicitation:

- **Award Fee Evaluation Procedures (continued)**
  - **Award Fee Allocations are as follows:**

			EVALUATION CRITERIA				
AFEP	APPROP. YEAR	MAJOR PROGRAM EVENTS	COST	TECH	SCHED	MGT	AWARD FEE AVAILABLE
1	FY08	•Integrated Baseline Review •System Requirements Review (SRR) •System Functional Review (SFR)	*1%*	*2.6%*	*1.5%*	*0.75%*	*5.85%*
2	FY09	•Preliminary Design Review (PDR)	*3.3%*	*3.4%*	*2.0%*	*1.25%*	*9.95%*
3	FY10	•Critical Design Review (CDR) •Developmental testing start	*4.0%*	*6.1%*	*2.25%*	*2.5%*	*14.85%*
4	FY11	•Test report •Air Worthiness first flight • SDD Deliveries	*4.6%*	*5.5%*	*2.5%*	*2.6%*	*15.2%*
5	FY12	•Flight Test Operations •SIL Operations	*5.9%*	*6.2%*	*3.0%*	*2.8%*	*17.9%*
6	FY13	•OPEVAL Initiation •LRIP 1 Deliveries	*5.8%*	*5.7%*	*4.75%*	*2.7%*	*18.95%*
7	FY14	•OPEVAL Completion	*5.4%*	*5.5%*	*4.0%*	*2.4%*	*17.3%*
		Totals:	30.00%	35.00%	20.00%	15.00%	*100.00%*

Note: Major Program events may be modified to align with an accepted offeror's contracted IMS.

Section I – Contract Clauses

Highlighted Clauses of the BAMS UAS solicitation:

- **252.225-7014 Preference For Domestic Specialty Metals Alt 1**
  - Specialty metal restriction of the Berry Amendment contained in 10 U.S.C. 2533a and DFARS 225.7
  - FY 2007 National Defense Authorization Act (NDAA) removed specialty metals restrictions from 10 U.S.C. 2533a and created a new statute under Section 842 of the FY2007 NDAA
  - New law essentially codifies previous DFARS requirements and (except in limited circumstances) expressly prohibits the use of funds appropriated or otherwise available to DoD for the procurement of end items or components thereof containing specialty metals
  - Effective date of new statute is 17 Nov 2006
  - A proposed DFARS interim rule is anticipated by the end of November

Section J – List of Attachments

Exhibit(s)	Completed Contract Data Requirements Lists (CDRLs), DD Form 1423's, to be provided at time of final RFP release
Attachment (1)	BAMS UAS Performance Based System Specification
Attachment (2)*	Statement of Work (SOW) for the United States Navy BAMS UAS SDD Phase
Attachment (3)*	Integrated Master Plan
Attachment (4)	DD Form 254, Contract Security Classification Specification
Attachment (5)	Cost Plus Award Fee (CPAF) Plan for BAMS UAS SDD
Attachment (6)**	Data Rights Assertions List
Attachment (7)*	GFP/GPE/GFF/GFI List
Attachment (8)*	Small Business Subcontracting Plan

* To be provided as an Annex to the offeror's Technical Proposal

** To be provided as part of proposal submission in accordance with Section L DFARS provision 252.227-7017

Break

Q & As

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